

Stern, Richard

From: Stern, Richard
Sent: Friday, January 23, 2004 1:40 PM
To: Verser, Carol; Brown, Theresa; Gordon, Susan
Cc: McCutcheon, Timothy
Subject: Gek-Kee-Final Contact!

I just got off the phone with Gek-Kee. Yes I actually spoke with her. Here's the play by play.

I called, a women answered. I said "Is this Gek-Kee?"
She said yes. I told her I was Rich Stern from Heska Corporation and she immediately said she is in the middle of something. I told her that was fine and that I had sent her an email, could she please read it. She said she had not received anything from us and that she had someone on the other line. I said that was fine and quickly told her the email would explain that we were going to declare her an uncooperative party.

She said if we want to declare her uncooperative, that was fine. She said we are not 'matter of fact'. I explained that my attempts to reach her were to give her the opportunity to discuss any issues she has with this matter.

She said she has talked to several people about this and she believes our business behavior is not acceptable. She then said she did not want to get into it. I told her we need to move forward with this and my latest attempt to reach her was to give her a final opportunity to discuss any issues she has. She repeated she did not want to get into it and said she is "getting tired of being bothered by you people." I told her that was fine and that my email explained this would be the last time I would be contacting her.

She said OK and we both hung up.

Rich

2/6/04

Exhibit J